



COHORT #02

IoT Tribe Tech Games

9th February, 10–12:30 CET

www.iottribe.org



THE TECH GAMES

Over the past 12 weeks, Space Endeavour has accelerated 8 space tech start-ups pioneering technologies across verticals.

Our start-ups address many challenges from cybersecurity attacks in the supply chain or in IoT devices both in the upstream and downstream markets, to democratising the access to space with 1kg picosatellites, to start-ups applying algorithms to space data along to provide accurate information for urban development. Throughout the 12 week-programme, the start-ups were able to find joint solutions to meet the needs of their customers, strengthening their market offering and working together to improve their competitive advantage.

Whether you are a corporate looking for new solutions to integrate your business or an investor striving to find the next big thing in a €350 billion industry, we look forward to sharing the accomplishments of our founders at the IoT Tribe Space Endeavour Tech Games

We are privileged to work alongside our Space Endeavour partners, the European Commission, and the mentors who have freely given their time and expertise to support the teams.

We look forward to the pitches today and hope that you will enjoy hearing about their businesses, as much as we have enjoyed supporting them.

Tanya Suárez

CEO & Founder

IoT Tribe



Cyber Alliance ensuring security and compliance throughout the entire supply chain

ARX has developed a new Third-Party Cyber Risk Management (TPCRM) platform which allows companies to monitor and manage cyber security across their supply chain networks. The platform has been designed to meet the need for a comprehensive cyber risk management solution that increases cyber resilience by allowing users to monitor their suppliers to understand and identify potential weak links within the supply chain.

ARX addresses the three major issues, which are common to nearly all supply chain networks:

- Enforcing IT security protocols
- Improving network visibility and
- Managing the human factor

ARX enables an organisation to map their suppliers and other third parties on an easy to use dashboard giving management a clear and up to date view of the supply chain network whilst highlighting the vulnerable gaps and points of exposure. By constantly monitoring data from both internal and external sources across the supply chain, ARX significantly reduces the likelihood of a security breach resulting in major disruption or loss of data.



THE ASK

Raising **€3.4m series A**
New early adopters and channel partners

Founders



Andre Truville CEO

Andre has worked across multiple sectors including energy, technology and professional services. Working with start-ups through to large multinationals, Andre has been involved in full business cycles as an investor and operator. Andre is also an active member of the All-Party Parliamentary Group (APPG) on cyber security.



Angus Runciman CFO

Angus brings over 30 years of experience in investment banking and has gone on to support early-stage companies through their growth cycle implementing fiduciary governance and financial management.



Increasing trust and security for internet of thing lifecycle

asvin.io is providing a secure, Cloud-based Distributed Ledger Technology (DLT) Trust solution for Internet of Things devices. Efficiently and effectively eliminating security gaps, asvin.io provides smart contract-based strong trust protocols to create resilient distribution channels by offering updates and security patches for IIoT edge devices (e.g. industrial sensors, nodes and gateways). asvin also provides intelligence related to the threat landscape for IoT device vendors and offers an integrated monitoring and forensic analysis service as part of its platform.

asvin has been awarded 2020 as Best Cybersecurity Startup in Central Europe, winning the UP20@it-sa Award 2020 and the 2020 GFFT Technologies German Startup Cup for IT Security.

The asvin technology has been approved at key customer projects across europe to secure smart industry, smart city and logistics.



THE ASK
Raising **€2.5m**

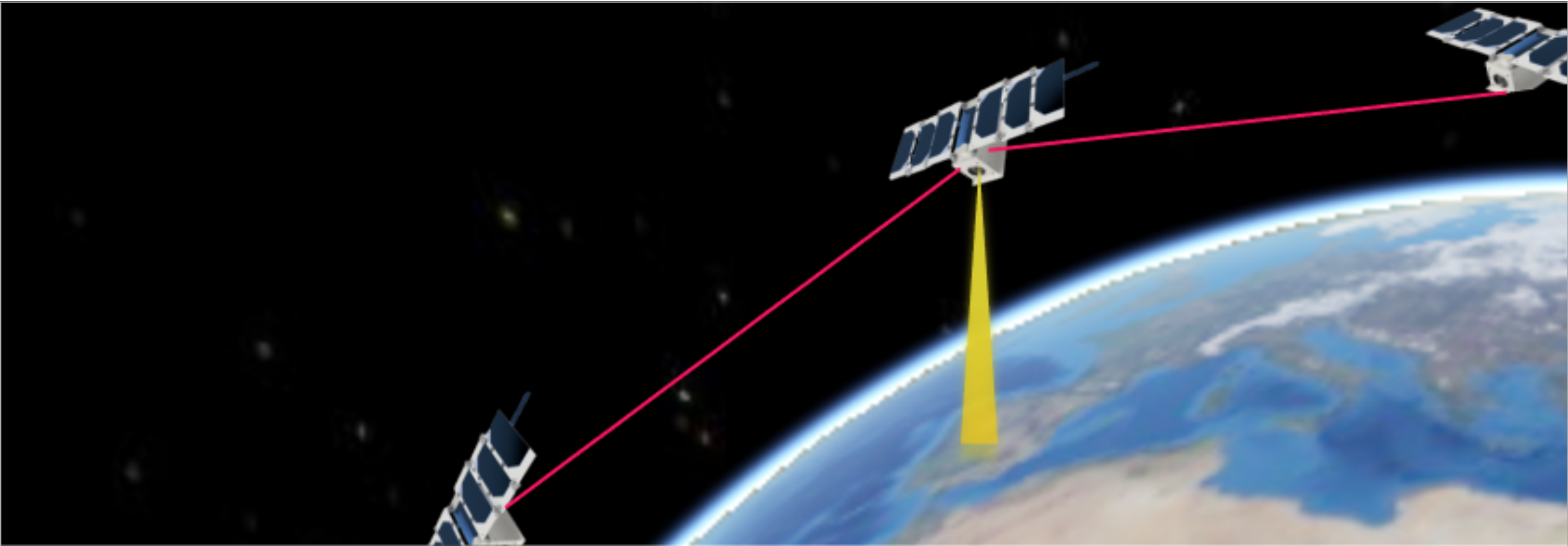
Founders



Mirko Ross CEO
20+ years' experience in ICT business development. Mirko is a well-known IoT security expert, influencer and speaker. He has been advising the European Union and ENISA IoT security group.



Sven Rahlfs CEO
20+ years' experience in ICT business development. Sven is a very experienced in managing complex ICT project and business development in time and budget.



Democratise access to space by reinventing satellite design and manufacturing

FOSSA's goal is to transform the traditional approach of single-unit tailor made satellites and democratise access to space. FOSSA Systems has developed a standardised picosatellite (satellite with a mass of under 1kg) platform by combining technological miniaturisation with mass production techniques. Our objective is to deliver a go-to platform for institutions or businesses looking to launch their payload into space reliably and fast while lowering the barrier of entry and expanding the market customer base.

Our young team has several years of industry experience pioneering the picosatellite industry, each with previous direct involvement in similar projects. We have well established value-chain partnerships with leading market actors that complete our product offering. FOSSA is a relatively new start-up which has demonstrated its position in the market through the tangible heritage of our disruptive technology. FOSSA Systems, as of 2021, is the only picosatellite company with demonstrated flight heritage in space through decoded packets, thanks to our FOSSASAT-1 mission in 2019 and to our 8 international customers



THE ASK

Raising **€1m**

Develop our MKT & Sales workforce
Expand our customer base

Founders



Julián Fernández Co-founder & CEO

Julián has been working on asset management and IOT solutions for several years and has vast experience in CubeSat engineering, space legislation and hardware manufacturing. Director / Engineer at Citadel Space Systems. He is in the top 104 NewSpace CEO list 2019. He founded FOSSA Systems with 15 years of age in 2018 and speaks fluently in English, Spanish, Italian and French.



Vicente González Co-founder & CTO

Vicente holds a bachelor in Aerospace Engineering and is a Masters candidate in Space Engineering. Vicente previously worked at Everis Aerospace & Defense (Space Division) as a Mission Analysis & Systems Engineering intern. He has experience in the picosatellite industry, project management, systems engineering and leadership in multicultural environments.



Solving the growing scarcity of actionable geographical information by automating mobile mapping with artificial intelligence

Geckomatics was founded in late 2018 to redesign Mobile Mapping.

Our AI and Machine Learning automate processes so that they are scalable on a global level. We work with distributors such as Microsoft, Arcadis, and Geoda to expand to new markets. Mappings executed in Belgium, the Netherlands, Portugal, Norway, Israel, Poland.

We believe that every city should have an affordable product to create a map of any object with ease. Smart Cities are data driven and will increasingly rely on information and insights in public space. Geckomatics is the most advanced system to acquire relevant geodata.

GECKOMATICS

ai powered mobile mapping

THE ASK
Raising €1m

Founders



Bert Cattoor CEO

Bert founded Geckomatics and became CEO in January 2018.

He holds an MBA at Vlerick Management School. Bert's background includes extensive experience (15+ years) in Projects Management in Technology, Business Strategy, Mentoring, and Advising.



Joren van Severen CTO

Joren holds a Master's of Science degree in Computer Science at Ghent University (Belgium). He gained valuable experience as a Lead Data Scientist at Sentiance and Rombit before joining Geckomatics. Joren leads the technical team to develop AI and GIS.



Saving lives with an exclusive map layer for a highly increased and predictive perception of road weather

HD-Signs is a French company founded in 2018, which has developed intelligent, energy self-sufficient and connected traffic signs, and digital solutions. These patented devices will be installed as a network on all sensitive sites where road weather phenomena start.

HD-Signs carries the HD-Global project, a new solution with an international scope to observe and evaluate the road environment. It will offer the most important and accurate terrestrial metrological solution available today, for a more accurate and safer increased perception, to prevent bad weather conditions on roads for all users.

It also will provide weather forecasting services with a new map layer with greater precision on phenomena, for better near-term anticipation. This is for the benefit of :

- Connected vehicles, with predictive information on their GPS navigation tools,
- Autonomous vehicles unable today to move safely in degraded weather conditions,
- Road network managers in their road maintenance mission



THE ASK
 Raising **€1m**

Founder

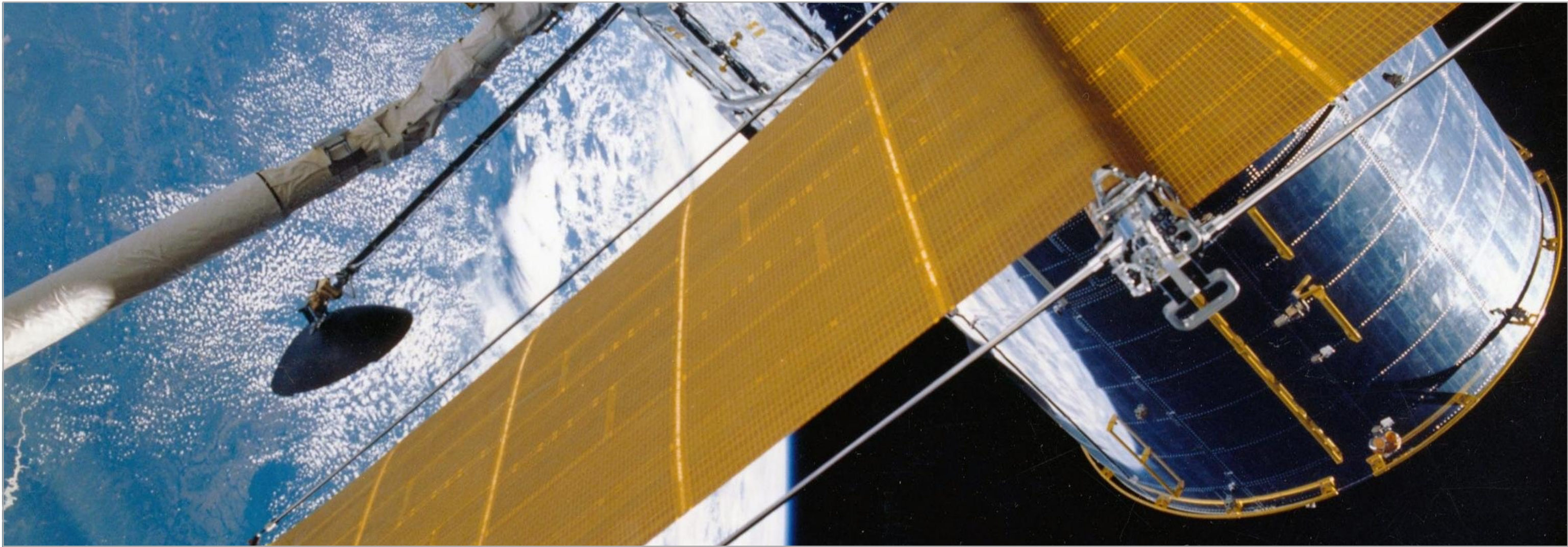


Manuel Silva Founder & CEO

 Since 1992, Manuel has been highly experienced in industrial business management, technology, marketing, and sales.

 Since 2000, he has been a recognised expert in road equipment and systems for observing and analysing road traffic and weather conditions. In 2018, he created HD-Signs to carry the HD-Global project, following a revolutionary new approach whose goal is to save lives and facilitate mobility.

 Hd-Global provides an essential and original technology and, with the imminent arrival of autonomous vehicles, Manuel wants to HD-Signs to be a key player in the preparation of European road infrastructures.



Understand our planet from space

Latitudo 40 was created to simplify the use of data for urban and mobility planning.

We provide a Unified Data Analytics platform, combining the potential of remote sensing and in situ sensor data., which allows the access to satellite data through "connectors" to the catalogues of the main market operators (Copernicus, Airbus, Planet, etc.) and the new small sat constellations.

Our SaaS solution is capable of representing the evolution of a city, a wide urban area or a single district or block over time, starting from the past and analysing the future.

Our goal is to offer analytics dashboards that are easy to consult and support a new operating model based on data-driven decisions.

The company has raised over €800k in public funds and is seeking for €1,5m in VC.



THE ASK
Raising **€1.5m**
Open to Clients and Industry Partners

Founders



Gaetano Volpe CEO
Gaetano has a Master Degree in Economics and an MBA. He has more than 15-years expertise in Business Development and Sales Executive in the satellite and telco industry.



Mauro Manente CTO
Mauro received his degree in computer science engineering in 2000. From 2000 to 2010 he worked as Software Architect and Project Manager for satellite and multimedia. His expertise is focused on satellite bandwidth optimisation algorithms.



Vincenzo Vecchio CMO
Vincenzo is a computer engineer with several IT and project management certifications. He is founder and co-founder of several start-ups in Italy and USA.



Innovative Air Combat training processes through Explainable AI

Since more than 60 years SECAPEM develops targets for live-fire trainings and scoring systems that provides immediate and reliable feedback to military forces.

To push our solution and services to the next level, SECAPEM created TAXIA, an exclusive Virtual Instructor powered by a proprietary eXplainable Artificial Intelligence (XAI) which aims to optimize and enhance Air Combat training processes and pedagogy by providing real-time, reliable and understandable recommendations and analysis to the fighter pilot trainees.

TAXIA is a “Plug and Play” complementary service that can easily be implemented in any flight training simulator.



THE ASK
Open to industrial partners from aviation and defence
Open to AI technology partners

Founders



Alain Houelle Technical Lead
Alain is an Engineering Doctor with more than 25 years of experience and expertise in very highly qualified areas, including Electronics, Microelectronics, Embedded Artificial Intelligence, Computing and Signal processing.



Michael Lopez Business Developer
Michaël is an experienced Sales Manager with a demonstrated history of working in the aviation and aerospace industry.



Expanding the impact and adoption of Space Tech

Space Endeavour brings together Space start-ups, SMEs, entrepreneurs and the IoT ecosystem to increase the commercial relevance of the technologies across industrial sectors and accelerate their access to market at scale.

We scout for promising space technologies that can be brought to market from across Europe. Their market relevance will be explored by stakeholders through the initial design studios.

The ventures with the greatest potential are then supported through an intensive acceleration program that will develop the founders capacity and further enables them to refine and implement their go to market strategies.

Our collaborative ecosystem offers adapted tools and the support of real experts, from across R&D agencies, the investment landscape and corporates, that can help the founders succeed.

**JOIN THE GLOBAL
COMMUNITY TODAY!**

For more details visit space.iottribe.org
or find us on social media



SPACE END PARTNERS



BluSpecs is a digital transformation agency at the heart of the digital ecosystem, connecting organisations and people with the knowledge, technology and skills to remain relevant in the digital age.



CEOSpace Tech is a research centre within Universitatea Politehnica Bucharest, an academic entity that leads advanced research programmes in remote sensing and information processing technology and related fields, supports training programmes and advises individuals and institutions concerned.



Cluj IT is an innovative cluster association, a bottom-up initiative founded in October 2012, with over 80 members. It provides a platform where cooperation and innovation are drivers of a planned change that takes IT companies from a business model based mainly on outsourcing to proprietary products.



UPCT is a research driven university with experience in designing and executing a successful IoT focused acceleration programme, which has been recognised as the best acceleration programme in Spain.



SAFE is a large cluster composed of various representatives of space industry, mainly focusing on aerospace & security ecosystems. It brings together researchers, laboratories, start-ups, scale-ups, SMEs and large corporations, connecting them to each other and to the latest know-how of each domain.



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